

SPRING 2017

**CALAMCO
EXECUTIVE STAFF**

**PRESIDENT AND
CHIEF EXECUTIVE OFFICER**
Bob Brown

**VICE PRESIDENT
OPERATIONS**
Lee Gardiner

**VICE PRESIDENT
CHIEF FINANCIAL OFFICER**
Dan Stone

DIRECTOR OF MARKETING
Alice Inderbitzin

REGIONAL MANAGER
Natalie Foss

**DIRECTOR OF
REGULATORY AFFAIRS**
Martin Jeppeson

**CALAMCO
BOARD OF DIRECTORS**

CHAIRMAN OF THE BOARD
Case Van Steyn

Bardin Bengard
Doug DeVaney
Alan Freese
Klaas Hutter
Darron Page
Douglas Stone

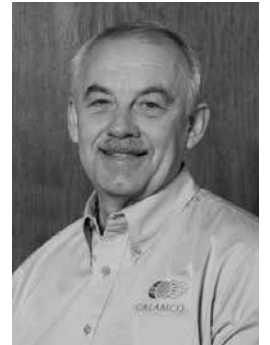
MESSAGE TO SHAREHOLDERS

What a difference a winter can make! This has been such an incredible year for rain and snowpack in California.

No one could have predicted this much precipitation, which has been enough to bring most of the state out of our extreme drought. In recent drought years, farmed acres were restricted by not enough water; this year we have had so much precipitation that some growers in northern California may not be able to plant because of too much water.

In 2016, nitrogen prices on the world market experienced a decline mid-year and remained fairly flat over the remainder of the year. As we approach spring, we have begun to see strengthening in the nitrogen market. Even so, prices should remain fairly comparable to this time last year.

Rebate checks were mailed to participating members in January for our 2016 fiscal year. We were able to return a dividend of \$53.50 per ton of ammonia equivalent. That equates to a 40% return on investment for those members that purchased their stock at \$20 per share. ■



Bob Brown
President / CEO



what's inside

- 2** • 2017 Regional Shareholder Dinners
• Operations Update
• J.R. Simplot Appoints New Director
- 3** • Safety Employee(s) of the Year
• CALAMCO Offers \$1000 Scholarship
- 4** • Safety Update: Spring Safety Awareness

2017 CALAMCO REGIONAL SHAREHOLDER DINNERS

Approximately 450 people attended this year's regional shareholder dinners which were held in Visalia, Shell Beach, Yuba City and Stockton.

This year we went back to F. McLintocks in Shell Beach for the coastal regional dinner, which was a popular location that we had outgrown a number of years ago. Once again we ended up with a full house! We will likely continue to hold our regional dinner at this location, so be sure to RSVP early as seating is limited.

After many years of having our northern California regional dinner at The Maxwell Inn, we were forced to look for a new venue as The Maxwell Inn closed last year. We had a wonderful dinner and great evening at Ting's Refuge in Yuba City, which recently re-opened under new ownership. We are looking forward to hosting our shareholder dinner at this location for years to come.

Our other locations, Double LL Steakhouse in Visalia, and The Waterloo Gun & Bocce Club in Stockton, continue to please the palate with delicious food and attentive staff. Following dinner, guests are presented with a brief overview of our past year, as well as our outlook for the coming year.

As always, we conclude the evening by giving away a large assortment of door prizes, and we would like to extend our sincere thanks to all of the fertilizer dealers that donated door prizes for the dinner in their area. CALAMCO's management always looks forward to meeting with customers and members at these events. Thank you to all who were able to attend. ■



OPERATIONS UPDATE

Over the past few months we have continued to upgrade the Stockton Terminal with mass-flow meters at the loading stations. Last year, the first of four mass-flow meters was installed prior to our Spring season, which was a significant improvement to our loading process. Weights, truck information and other pertinent data are moved from mass-flow meters at the load-out station to the accounting system software, and generate electronic invoices to the customer.

This year, we installed two additional mass-flow meters, which means that three out of four load-out stations at the terminal will have this new feature prior to our busy Spring season. This allows for significant time savings and provides our customers with faster access to critical data and billing information. By the end of this year, we expect to have all four of our loading stations equipped with the new mass-flow meter feature. ■

SIMPLOT APPOINTS NEW DIRECTOR TO CALAMCO BOARD

John Malinowski with the J.R. Simplot Company, who has served as a Class B Director, recently announced his retirement. Klaas Hutter, VP Mining & Manufacturing with the J.R. Simplot Company has been named as his replacement. He officially became the new Class B Director at the Board of Directors meeting held in Stockton in February. The management and Board are pleased to welcome Klaas as the new director. We would also like to thank John Malinowski for his service on the board, and congratulate him on his retirement. ■

SAFETY EMPLOYEE(S) OF THE YEAR!

Three years ago, CALAMCO began to establish recognition for safety performance excellence. Each year the Safety Advisory Committee nominates and votes on the CALAMCO Safety Employee of the Year.



Pam Martin (left) and Ron Maddock (right)

Recognizing that company culture is created and enhanced by all employees regardless of their title or work location, this honor represents the safe work practices of an individual who recognizes hazards, makes suggestions to better safeguard a process, and acts on eliminating potential risks.

We are honoring Ron Maddock and Pam Martin as the 2016 recipients of our CALAMCO Safety Employees of the Year Award.

This is the first year we had a tie for this honor which shows respect and commitment in both the corporate office and in our plant operations to our safety policies, programs, and culture.

Pam was hired in 1992 as the executive assistant. She is the one person behind the scenes that silently takes care of many situations while having a deep passion for the health and safety of CALAMCO employees and their families. Pam has a keen eye for recognizing hazards in the workplace, assists in making the necessary corrections to those hazards, and puts into practice the safety training she receives. With an unselfish spirit, willingness to learn, and kind heart, it is obvious why the safety committee nominated and selected her for this honor.

Ron was hired in 1984 as a loader. He quickly moved up in the ranks to leadman and now is the head of the maintenance department. During his time at CALAMCO, Ron has built a sturdy reputation of dependability, patience, plant operation knowledge, and humor. His co-workers have noted that he will take after-shift calls to answer process questions, come in early or stay late if the situation warrants it, and never drives by a recognized hazard. Ron's knowledge of the plant processes and operations and his commitment to CALAMCO are unmatched. He has been instrumental in the reduction of risk at CALAMCO's Stockton Terminal. ■

SPRING SAFETY AWARENESS

(Continued from back cover)

worksite. Crop dusting schedules are important to communicate with employees so no one is working in an area that will be applying product to crops.

4. The use of machinery, whether large equipment or power hand tools, must be done by personnel who are qualified to use it safely. On the roadways, farm tractors and heavy equipment will be traveling slowly which can pose a danger to all on the road as impatient drivers try to "get around" the equipment. If possible, add a vehicle with flashers behind the equipment, always stay as far to the right as possible, and pull over when possible to let road users pass safely.

Take a few moments each day to refresh your workforce on hazard identification, to recognize employee equipment and power tool use abilities, and to emphasize how to prevent heat related illnesses. Remember to "Fight the Bite" as this year could be one of the most prolific mosquito seasons we have seen in years. ■



CALAMCO OFFERS \$1000 SCHOLARSHIP

Just a reminder that CALAMCO is offering a scholarship **to our shareholders and their immediate family**, who are graduating high school seniors and plan to continue to college or university, majoring in agriculture or an ag-related field. This offer is valid to current high school seniors planning to attend a college or university in the fall of 2017 or spring of 2018.

The application is available in PDF format on our website at www.calamco.com, under the news/events tab. Mail the completed form to our corporate office: CALAMCO, 1776 West March Lane, Suite 420, Stockton, CA 95207. **Applications must be postmarked by April 14, 2017.** We will notify the recipient of the scholarship by May 5, 2017. ■

SPRING SAFETY AWARENESS

Spring time and sunshine bring new hope for the planting season as we enjoy longer breaks from rain, warmer temperatures, longer days, and the typical winds we see from the North.

During this time, as we all get in the swing of the productive season, we must continue to focus on those everyday tasks and environmental hazards that exist in our work environment.

1. Rise in temperature can be a major concern as most employees have not been acclimated to temperatures in the upper 70s to upper 80s. As our bodies get "accustomed" to the rise in temperature, we must remain diligent in observing our employees for signs of heat stress and encourage them to drink plenty of water while allowing the opportunity to become acclimated to each rise in temperature. The heat we feel today in the upper 70s will be the same temperature we put a light jacket or sweatshirt on in

the middle of summer. We become acclimated to temperature rise over time and exposure, therefore we must be careful to pay attention to our workforce and gradually get them into full swing.

2. Biological hazards such as bees, spiders, poison oak, snakes, mosquitoes, and in some cases, rapid animals can pose a hazard to the workforce. Take precaution to look before you placing fingers or hands in dark confined spaces as these places are favorites to spiders, bees, and sometimes snakes. Encouraging employees to take a few moments to evaluate the environment they are working in can reduce the potential risk of an incident dramatically!
3. Working with chemicals, fertilizers, fungicides, or pesticides require attention to the Safety Data Sheets, SDS, of the products being used. Making sure employees are attentive to the PPE and safe handling requirements of these products found in the SDS is vital to the reduction of incidents on the

Continued on page 3...

Questions or comments can
be forwarded to CALAMCO
at (800) 624-4200
www.Calamco.com



P.O. Box 7275
Stockton CA 95267-9901

CALAMCO

RRSRT STD
US POSTAGE
PAID
SACRAMENTO CA
PERMIT 604